

January 17, 2001

IN RE: DOCKET NO. 2000-536-C – **SCANNA COMMUNICATIONS, INC.** –
Application To Amend Its Certificate of Public Convenience and
Necessity so as to provide for Intrastate Local Exchange, Exchange
Access, and Interexchange Telecommunications Services Within The
State Of S.C. & For Flexible Regulation Of Those Services, & so as to
Modify the limitation concerning the Provision Of Private Line and
Special Access Services

**COPY OF TESTIMONY OF LARRY G. VINCENT ON BEHALF OF
SCANNA COMMUNICATIONS, INC. HAS BEEN DISTRIBUTED TO THE
FOLLOWING:**

J. McDaniel

Legal (2)

Exec. Director

Manager, Utils Dept.

Audit (2)

Commissioners (7)

pao

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January 17, 2001

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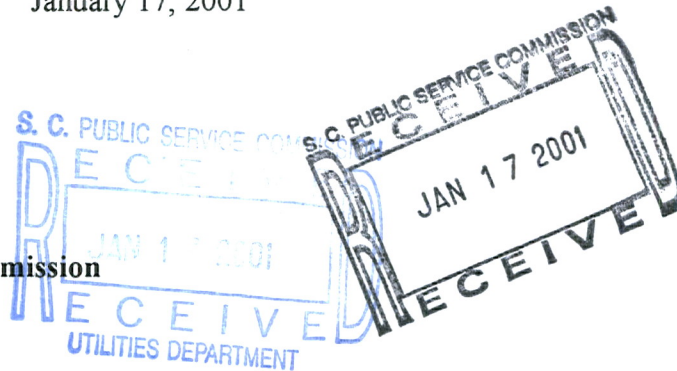
*ALSO ADMITTED IN TX

VIA HAND-DELIVERY

The Honorable Gary E. Walsh
Executive Director

South Carolina Public Service Commission

101 Executive Center Drive
Post Office Drawer 11649
Columbia, SC 29211



RE: Application of SCANA Communications, Inc., to Amend its Certificate of Public Convenience and Necessity so as to Provide for Intrastate Local Exchange and Exchange Access Telecommunications Services within the State of South Carolina and for Flexible Regulation of Those Services, and so as to Modify the Limitation Concerning the Provision of Private Line and Special Access Services. Docket No. 2000-536-C.

Dear Mr. Walsh:

Enclosed for filing are the original and twenty-five copies of the Direct Testimony of Larry G. Vincent on behalf of SCANA Communications, Inc., in the above matter. I would appreciate your acknowledging receipt of these documents by date-stamping the extra copies enclosed and returning them to me via the courier.

By copy of this letter, I am serving each party of record with a copy of the testimony and have enclosed a certificate of service to that effect. If you have any questions please do not hesitate to contact me.

Sincerely,

WILLOUGHBY & HOEFER, P.A.

B. Craig Collins
B. Craig Collins

BCC/swh
Enclosure

cc: parties of record
Calvin K. Hastie, Sr., Esquire
Mr. Larry G. Vincent

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POSTED
11-17-01

BEFORE
THE PUBLIC SERVICE COMMISSION OF
SOUTH CAROLINA
Docket No. 2000-536-C

IN RE:

Application of SCANA Communications,)
Inc., to Amend its Certificate of Public)
Convenience and Necessity so as to Provide)
for Intrastate Local Exchange, Exchange)
Access, and Interexchange)
Telecommunications Services within the)
State of South Carolina and for Flexible)
Regulation of Those Services, and so as to)
Modify the Limitation Concerning the)
Provision of Private Line and Special Access)
Services.)
_____)

S. C. PUBLIC SERVICE COMMISSION
RECEIVED
JAN 17 2001

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RECEIVED
JAN 17 2001
UTILITIES DEPARTMENT

DIRECT TESTIMONY OF LARRY G. VINCENT
ON BEHALF OF SCANA COMMUNICATIONS, INC.

RETURN DATE: OK 1/17/01
SERVICE: OK

I. BACKGROUND AND INTRODUCTION

Q. PLEASE STATE YOUR NAME, POSITION, AND BUSINESS ADDRESS FOR THE RECORD.

A. My name is Larry G. Vincent and I am Manager of Sales, Marketing and Customer Service for SCANA Communications, Inc. ("SCI"). My business address is 440 Knox Abbot Drive, Suite 240, Cayce, South Carolina 29033.

Q. PLEASE DESCRIBE YOUR EDUCATIONAL BACKGROUND AND BUSINESS EXPERIENCE.

A. I have a Bachelor of Science degree from East Carolina University. Before joining SCI in January of 1999, I was employed as Director of Broadband Carrier Services for Knology, Inc., a Southeast-based provider of cable television, Internet, and local telephone service. Prior to that time, I was employed by MCI for eight years, several of which were as Global and National Accounts Marketing Manager. I have more than 24 years of telecommunications experience, including management positions in radio paging, interexchange carrier, and cable television services.

Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

1 A. The purpose of my testimony is to discuss SCI's application which,
2 among other things, seeks local exchange carrier ("LEC") and interexchange
3 carrier ("IXC") authority. I will also provide the Commission with information
4 concerning SCI's managerial, technical, and financial ability to provide those
5 services for which authority is sought.

6 **Q. PLEASE DESCRIBE SCI.**

7 A. SCI is a corporation organized and existing under the laws of the State of
8 South Carolina and is a wholly-owned subsidiary of SCANA Corporation, a
9 South Carolina corporation. SCI owns and operates approximately 730 miles
10 of fiber-optic lines in South Carolina. By Order No. 96-451 in Docket No. 96-
11 089-C, the Commission granted SCI a Certificate of Public Convenience and
12 Necessity to provide intrastate non-switched point-to-point telecommunications
13 services as a "carrier's carrier" within the state and to provide Private Line and
14 Special Access Services within the service area of BellSouth
15 Telecommunications, Inc. ("BellSouth"). A copy of Order No. 96-451, dated
16 July 5, 1996, is attached to SCI's application as Exhibit B.

17 **Q. WHAT IS THE PURPOSE OF SCI'S APPLICATION?**

18 A. The application seeks to amend SCI's Certificate of Public Convenience
19 and Necessity as follows: (1) to allow SCI to provide, under flexible regulation,

1 resold and facilities-based local exchange and exchange access
 2 telecommunications services throughout South Carolina, subject to conditions
 3 previously established by the Commission before such services may be provided
 4 within the service area of a rural incumbent LEC ("ILEC"); (2) to allow SCI to
 5 provide, under flexible regulation, resold and facilities-based interexchange
 6 telecommunications services throughout the state; and (3) to allow SCI to
 7 provide Private Line and Special Access Services within the entire state, subject
 8 to the same conditions for providing these services in areas served by rural
 9 ILECs as apply to the provision of local services in such areas. SCI's authority
 10 to provide services as a "carrier's carrier" would remain unaltered. My
 11 testimony will discuss each of these three requests.

12 **II. LOCAL EXCHANGE AND EXCHANGE ACCESS SERVICES**

13 **Q. WHAT LOCAL EXCHANGE AND EXCHANGE ACCESS SERVICES** 14 15 16 **DOES SCI PROPOSE TO OFFER IN SOUTH CAROLINA?**

17
 18 A. SCI seeks authority to provide resold and facilities-based local exchange
 19 and exchange access telecommunications services throughout South Carolina.
 20 Initially, SCI intends to offer high-speed data services using digital subscriber
 21 line ("DSL") technology. SCI may offer other services, including voice services,

1 at a later time. A description of the local services to be offered initially by SCI
2 is contained in the illustrative tariff attached to the application as Exhibit E.

3 **Q. IN WHAT AREAS DOES SCI PROPOSE TO PROVIDE THESE**
4 **SERVICES?**

5 A. SCI seeks authority to provide local services within the entire state.
6 However, as stated in the application, SCI is willing to abide by the conditions
7 previously established by the Commission before a competitive LEC ("CLEC")
8 may provide local services within the service area of a rural ILEC, including
9 providing thirty days' notice of the CLEC's intent to provide local service within
10 a rural ILEC's service area.

11 **Q. DOES SCI POSSESS THE TECHNICAL, FINANCIAL, AND**
12 **MANAGERIAL RESOURCES SUFFICIENT TO PROVIDE THE**
13 **LOCAL SERVICES REQUESTED?**

14 A. Yes. SCI has already demonstrated it has these capabilities in connection
15 with its provision of "carrier's carrier," Private Line, and Special Access
16 Services within South Carolina. Moreover, as shown in Exhibit C of the
17 application, SCI's management has the business and technical experience
18 needed to execute its business plans for the provision of additional
19 telecommunications services, including local exchange and exchange access

1 services, in an efficient, reasonable, and effective manner. SCI also has
2 available the financial resources needed to fund and support the provision of
3 these services, as shown by the financial statement attached to the application
4 as Exhibit D.

5 **Q. WILL THE SERVICES THAT SCI PROVIDES MEET THE**
6 **COMMISSION'S SERVICE STANDARDS?**

7 A. Yes. SCI intends to meet all service standards set by the Commission.

8 **Q. IN YOUR OPINION, WILL THE PROVISION OF SERVICE BY SCI**
9 **ADVERSELY IMPACT THE AVAILABILITY OF AFFORDABLE**
10 **LOCAL EXCHANGE SERVICE?**

11 A. No.

12 **Q. TO THE EXTENT IT MAY BE REQUIRED TO DO SO, WILL SCI**
13 **PARTICIPATE IN THE SUPPORT OF UNIVERSALLY AVAILABLE**
14 **TELEPHONE SERVICE AT AFFORDABLE RATES?**

15 A. Yes. SCI intends to abide by all universal service requirements.

16 **Q. WILL SCI'S PROVISION OF SERVICE ADVERSELY IMPACT THE**
17 **PUBLIC INTEREST?**

18 A. No. SCI's provision of service will promote the public interest by
19 bringing a number of benefits to the state's telecommunications users, including

increased consumer choice, more efficient use of existing communications resources, and increased availability and diversity in the provision of communications services.

Q. DOES SCI REQUEST FLEXIBLE REGULATION OF ITS LOCAL EXCHANGE AND EXCHANGE ACCESS SERVICES?

A. Yes. SCI requests that these services be regulated in accordance with the flexible regulation principles and procedures and the maximum rate structure first established by the Commission in Order No. 98-165, Docket No. 97-467-C.

III. INTEREXCHANGE SERVICES

Q. WHAT INTEREXCHANGE SERVICES DOES SCI SEEK TO PROVIDE IN SOUTH CAROLINA?

A. SCI seeks authority to provide resold and facilities-based interexchange telecommunications throughout the entire state. A description of the services to be offered initially by SCI is contained in the illustrative tariff attached to the application as Exhibit F.

Q. DOES SCI POSSESS THE TECHNICAL, FINANCIAL, AND MANAGERIAL RESOURCES NECESSARY TO PROVIDE THESE SERVICES?

1 A. Yes, for the same reasons discussed with respect to the provision of local
2 telecommunications services.

3 **Q. IS SCI'S PROVISION OF INTEREXCHANGE SERVICES IN THE**
4 **PUBLIC INTEREST?**

5 A. Yes. Approval of SCI's request to provide interexchange
6 telecommunications services will serve the public interest in that interexchange
7 competition will be enhanced, communication facilities will be used more
8 efficiently, and more reliable and diverse services will be available to South
9 Carolina consumers.

10 **Q. DOES SCI SEEK FLEXIBLE REGULATION WITH RESPECT TO**
11 **INTEREXCHANGE SERVICE?**

12 A. Yes. SCI requests flexible regulation in accordance with the principles
13 and procedures adopted by the Commission in Docket No. 95-661-C and
14 applied in subsequent proceedings.

1 **IV. PRIVATE LINE AND SPECIAL ACCESS SERVICES**
2
3

4 **Q. WHAT DOES SCI SEEK FROM THE COMMISSION REGARDING**
5 **THE PROVISION OF PRIVATE LINE AND SPECIAL ACCESS**
6 **SERVICES?**

7 A. As I previously stated, SCI is presently limited to providing these services
8 only in BellSouth's service area. SCI seeks to remove this limitation, but
9 replace it with the same conditions as would apply to SCI's provision of local
10 services within the state. That is, if the request is granted, SCI would have to
11 comply with certain notice requirements before Private Line and Special Access
12 Services could be provided within a rural ILEC's service area. SCI believes that
13 granting this request will serve the public interest by further promoting
14 competition in the provision of these services.

15 **Q. DOES THIS CONCLUDE YOUR DIRECT TESTIMONY?**

16 A. Yes, it does.

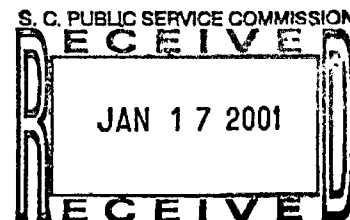
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 Regulation of Those Services, and so as to)
 Modify the Limitation Concerning the)
 Provision of Private Line and Special Access)
 Services.)



CERTIFICATE OF SERVICE

This is to certify that I have caused to be served this day one copy of the **Direct Testimony of Larry G. Vincent** on behalf of SCANA Communications, Inc., in the above matter by placing same in the care and custody of the United States Postal Service, with proper first class postage affixed thereto and addressed as follows:

Caroline N. Watson
BellSouth Telecommunications, Inc.
 1600 Hampton Street, Suite 821
 Columbia, SC 29201

Margaret M. Fox, Esquire
McNair Law Firm
 PO Box 11390
 Columbia, SC 29211

Susan Hauptmann
 Susan Hauptmann

This 17th day of January, 2001
 Columbia, South Carolina